



**Office of the
Procurement Executive**

Fiscal Year 2022
4th Quarter



Industry Brief

June 29, 2022

U.S. DEPARTMENT *of* STATE



Office of the Procurement Executive



OSDBU

Informational Brief



A/OPE

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**Director,
OSDBU**

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A/OPE

Small Business Opportunities



Outline



A/OPE

- OSDBU Mission
- Best Practices: Working With Us
- Small Business Goals

OSDBU Mission

U.S. DEPARTMENT of STATE



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To maximize prime and subcontracting opportunities for U.S. Small Businesses

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Accomplishing OSDBU Mission

U.S. DEPARTMENT of STATE



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1. External

- Industry Outreach
- Liaison with SBA

2. Internal: Collaboration with A/OPE, AQM, and Program Offices

- Review acquisitions
- Promote utilization of small business
- Advance Equity

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Best Practices: Working with OSDBU



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- Contract Readiness (FCL, licenses, certs)
- Understand DOS Mission
- Know current contracts and upcoming requirements
- Stay engaged & Follow Up
- Consider Subcontracting



Resources: Working with OSDBU



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- OSDBU Website (resources & events) www.state.gov/smallbusiness/
- Procurement Forecast www.state.gov/procurement-forecast
- Proposed Acquisition Strategies www.state.gov/ds-1910-report/

FY 2022 Department of State Small Business Goals

U.S. DEPARTMENT of STATE



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Fiscal Year 2022 Goals		
Order of Preference	Prime Contracting	Subcontracting
Small Business	28%	42%
WOSB/EDWOSB	5%	5%
SDVOSB	3%	3%
SDB/ 8(a)	21%	5%
HUBZone	3%	3%

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Summary



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Be ready.

- If you aren't eligible to receive an award you won't.

Be informed.

- Make use of the information available.
- Ask specific questions.
- Monitor SAM.

Be responsive.

- Respond to RFIs and SS.
- Ask questions about RFPs.
- Submit quality/complete proposals.



Office of the Procurement Executive



Senior Procurement Executive
Mike Derrios

06/29/2022



Office of the Procurement Executive



Diplomatic Security Contracts Division

06/29/2022



Customer Overview – Diplomatic Security



The Bureau of Diplomatic Security (DS) is the security and law enforcement arm of the U.S. Department of State. DS is a world leader in international investigations, threat analysis, cyber security, counterterrorism, security technology, and protection of people, property, and information.

The Bureau is responsible for providing a safe and secure environment for the conduct of U.S. foreign policy. Every diplomatic mission in the world operates under a security program designed and maintained by DS.

In the United States, DS personnel protect the Secretary of State and high-ranking foreign dignitaries and officials visiting the United States; investigate passport and visa fraud; and conduct personnel security investigations.

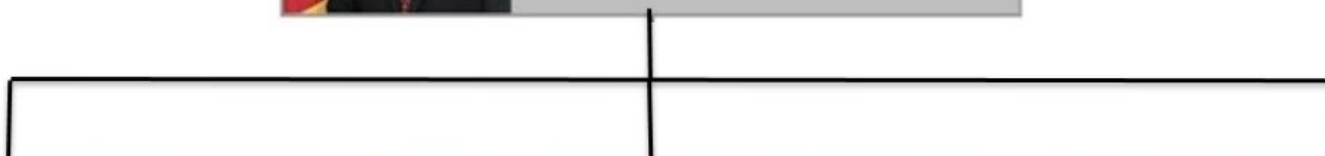
Operating from a global platform in 31 U.S. cities and more than 160 foreign countries, DS plays a vital role in protecting 275 U.S. diplomatic missions and their personnel overseas, securing critical information systems, investigating passport and visa fraud, and fighting the war on terror.

<https://bureaudirectory-usdos.msapproxy.net/index.php/ds-diplomatic-security/>



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Meet the Team





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Meet the Team

Patrick Reilly

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Branch Chief

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Local Guard/Anti-Terrorism Assistance/Training Branch

A/OPE/AQM/DSCD/LG-ATA/T





Local Guard / ATA - Overview



Local Guard

The Office of Overseas Protective Operations (OPO) directs, develops, and delivers programs, operational guidance, and resources to sustain effective security forces at U.S. diplomatic missions.

The Facility Protection Division (FPD) provides management oversight, operational guidance, and resources necessary to establish and sustain effective security forces at U.S. diplomatic missions.

There are 277 posts that employ the LG programs, 175 posts have contract guard services provided by 91 contracts. The overall portfolio is valued at approximately \$2.1B



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Office of Antiterrorism Assistance (DS/T/ATA)

Serves as the primary implementer of the ATA program's training and equipment grant activities. DS/T/ATA develops and enhances the counterterrorism capability and capacity of foreign law enforcement and security partners - in a manner that strengthens bilateral ties and respect for human rights with the participant governments - through quality, sustainable, and agile train/equip/mentor programs in order to detect, deter, disrupt, and respond to transnational terrorist activities and protect U.S. interests in the Homeland and overseas.

The overall portfolio is valued at \$2.2B





Upcoming Local Guard/ATA Solicitations



Upcoming Local Guard Solicitations

<u>Post</u>	<u>Anticipated Award</u>
• U.S. Embassy Conakry, Guinea	December 2023
• U.S. Embassy Mexico	March 2024
• U.S. Embassy Germany	July 2023
• U.S. Embassy Monrovia, Liberia	June 2024
• U.S. Embassy Lima, Peru	June 2024

Global Antiterrorism Training Assistance (GATA) Services (GATA III)

- GATA III will be a multiple award IDIQ, anticipating award from four to seven prime contractors. The contract award value is estimated to be approximately \$750 Million, and solicitation is anticipated around September 2022



Worldwide Protective Services Branch

A/OPE/AQM/DSCD/WPS





The Worldwide Protective Services Division provides leadership, management, support, and oversight to deliver and sustain specialized security programs at designated special condition posts

- The WPS principal mission is to provide security services to posts where the host nation is either unable or unwilling to provide security support, but there is compelling U.S. national interest for the diplomatic mission to remain in-country
- Reserved to high threat locations like Iraq, Afghanistan, South Sudan, Central African Republic, and Somalia
- Includes static guards, movement security teams, canines, specialized security support personnel



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DS – Domestic Operations



DIRECTORATE of DOMESTIC OPERATIONS MISSION

The Domestic Operations Directorate supports DS overall mission by investigating violations of the law involving U.S. passports and visas; protecting the Secretary of State and visiting foreign dignitaries; and securing domestic State Department facilities.

- Office Of Field Management
- Office of Investigations
- Office of Counterintelligence
- Office of Protection
- Office of Domestic Facilities Protection
- Office of Special Investigations





Upcoming WPS Branch Solicitations



Hotel and Lodging: Incumbent - Site Solutions Worldwide.

- Current contract number: 19AQMM19D0126
- Estimated value of recompetes is \$135M
- Small business set-aside
- 5 year period of performance
- Currently in the acquisition planning phase. Recompeted 2023.

Linguistic and Vetting: Incumbent - TJFACT

- Current contract number: 19AQMM19D0077
- Estimated value of recompetes is \$135M
- 8(a) Small business set-aside
- 5 Year period of performance
- Currently in the acquisition planning phase. Recompeted 2023.



Security Branch

A/OPE/AQM/DSCD/SB



Security Branch - Overview



A/OPE

Countermeasures Directorate (C)

- Office of Security Technology (ST)
- Office of Physical Security Programs (PSP)
- Office of Diplomatic Couriers (DC)

Threat, Investigations, and Analysis Directorate (TIA)

- Office of Intelligence and Threat Analysis (ITA)
- Diplomatic Security Command Center (DSCC)
- Overseas Security Advisory Council (OSAC)
- Open Source Intelligence (OSN)
- Protective Intelligence Investigations PII)
- Rewards for Justice (RFJ)

Cyber and Technology Security Directorate (CTS)

- Office of Cyber Monitoring and Operations (CMO)
- Office of Cyber Threat and Investigation (CTI)
- Office of Technology Innovation and Engineering (TIE)

Security Infrastructure Directorate (SI)

- Office of Information Security (IS)
- Office of Personnel, Security and Suitability (PSS)

Executive Director Directorate (EX)

- Office of the Comptroller (CFO)
- Office of the Chief Technology Officer (CTO)
- Office of Management (MGT)
- Office of Human Management Resources (HRM)



*The above list represents DS Directorates and 17 Offices only. It does not include any of the Divisions or Branches within those offices.

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Upcoming Security Branch Solicitations



Emergency Escape Respirators

- Estimate Between \$20-\$30M
- 5 Year IDIQ
- Conducting Market Research
- Solicitation 4th quarter FY21

WMD Training and Logistics

- \$25M
- 5 Year contract
- Competitive on GSA FSS SDVOSB
- Solicitation 4th quarter FY21

TIA Directorate

- Staffing contract
- Under \$4.5M 8(a)-sole source
- Award 1st quarter FY23
- Five Years POP



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Stay Tuned!
DS/Countermeasures
Industry Day

February 2023



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Facilities, Design, & Construction Division (FDCD)

06/29/2022



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Federal Design and Construction Division (FDCD) – Robert Powell, Division Director

- **Architecture & Engineering Branch (A&E) – Robert Powell, Branch Chief (acting)**
- **Major Support Branch (MSB) – Edward Baran, Branch Chief**
- **Construction Branch – James Thomas, Branch Chief**



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Facilities, Design, & Construction Division (FD CD)

Architect/Engineering Branch

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FDCD/AE Branch Anticipated Procurements Q4 FY2022



Outline



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- AE branch, along with our counterparts in CON and MSB, support the Office of Overseas Buildings Operations (OBO).
- The following list is subject to change.
- Does not reflect task order projects (<\$10M).
- Please continue to monitor SAM.gov for additional opportunities.

Anticipated Opportunities

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- Bangui, Central African Republic New Embassy Compound (NEC)
- Buenos Aires, Argentina Selective Improvements
- Anticipated release late Q4/early Q1 FY2023.

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General Construction IDIQ Contracts

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General Construction IDIQs

- Reserved for projects under \$10M
- 28 IDIQ contracts are anticipated under the following small business categories: 8(a), HUBZone, SDVO, WOB, ANC, FO
- Final award listing will be posted to SAM.gov; firms are encouraged to reach out to prime contractors for any subcontracting opportunities.

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Facility Design and Construction Division (FDCD)

Major Support Branch (MSB)

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The Major Support Branch (MSB) provides procurement and contracting support to:

- Office of Overseas Building Operations (OBO)
- Embassies and Posts Worldwide (as applicable)



Major Support Branch (MSB)



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- MSB administered contracts for services, products and programs include but are not limited to:
 - International Maintenance Assistance Program (IMAP)
 - Construction Security Monitoring Program (CAG/CST)
 - Overseas and Domestic (design/build) construction and renovation projects
 - Vienna, Paris, Madrid, Prague, Suva, Tirana, Port au Prince, Bern, Santo Domingo, and others



Major Support Branch (MSB)



A/OPE

- MSB administered contract services, products, and programs (cont.)
 - Facility Services (various services); Art (in Embassies) & The Cultural Heritage, Program; Art Insurance; Professional Support/Staffing Services and Admin Services; Real Estate Support/Planning; Real Estate Appraisal Services; Market Research & Brokerage Services; IT Support Services (Tech Support, etc.); ProjNet; FE/BR Doors; Residential Generators (worldwide); Engineering, Technical, and Power/Electrical Services; Information Management Services; MeterNet; Notifier services and products; various other services and products



Major Support Branch (MSB)



A/OPE

- MSB administered contract services, products, and programs (cont.)
 - Small Purchases (equipment, products, etc.)
 - Subscriptions
- PSCs



Major Support Branch (MSB)



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- Postings released via SAM.gov, EBUY (GSA),

(and/or)
- Postings released via Unison Marketplace



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Facilities, Design, & Construction Division (FD CD)

Construction Branch

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Introduction

Overseas Buildings Operations (OBO) Customers



A/OPE

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Construction Branch Chief/Contracting Officer
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Project Development Coordination (PDC)

- * Large Capital Projects such as new Embassies, new Consulates, new MSGR's**
- * Renovations of a larger scale for Embassies, Consulates, and MSGR's**
- * All Other larger projects to maintain the operations of an Embassies, Consulates and MSGR's**



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Special Projects

- Forced Entry Ballistic Resist
- Vehicle Barriers
- Marine Security Guard Residence (MSGR)
- Smaller Renovations
- Compound Security Upgrades (CSU) – Smaller Projects
- HVAC – Smaller Projects Under \$5 Million - Unclassified



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Facilities Maintenance (FAC)

- * Mechanical**

- * Building Automation Systems**



General Construction IDIQS

- * Reserved for projects under \$10M**
- * 28 IDIQ contracts have been awarded under the following small business categories: 8(a), HUBZone, SDVO, WOB, ANC, FO**
- * Final award listing will be posted to SAM.gov**



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International Programs Division (IP)

06/29/2022

U.S. DEPARTMENT *of* STATE



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International Programs (IP) Division

Reaver Clements, Division Director

- **Commerce Branch – Larry Pruitt**
- **International Narcotic Branch – Alex Warsaw**
- **Global Programs – Alexander Bring**



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International Programs Division

Commerce Branch



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4th Quarter Projected Requirements

Telehealth Center of Excellence

Bureau of Medical Services (MED)

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Telehealth Center of Excellence

- Virtual Medical Specialist Consultations
- Full and open
- NAICS 622110 - General Medical and Surgical Hospitals
- Estimated Value of Base and 4 option years is \$10M

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Telehealth Center of Excellence (Virtual Medical Specialist Consultations)

Requirement Summary: MED seeks to develop a partnership with a worldwide telehealth network, enabling MED's clinicians to optimize global care services by bringing specialists from a U.S. center of excellence to virtually consult on cases at overseas locations. These telehealth capabilities will include 24/7 support for emergency and non-emergency medical care, chronic care across specialties, and mental health services. Historically, the majority of MED's teleconsultations from 2017-2019 were based on urgent and emergent inquiries related to orthopedics and radiology.

Simplified Acquisitions

Embassy / Consulates

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Simplified Acquisitions

Summary: Historically, the Commerce Branch manages approximately 2,500 requisitions during the 4th quarter that are predominantly under the Simplified Acquisitions threshold. These requirements are primarily IT equipment/hardware related though there is a relatively high volume of miscellaneous equipment requirements ranging from small appliances, office furniture, lighting, HVAC equipment, etc.. With few exceptions these will all be set-aside for small businesses and will be competed via Unison, SEWP, or GSA.

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Construction Services

Bureau of International Narcotics and Law
Enforcement Affairs (INL)

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Construction Services

- Mobile Border Unit
- Full and open
- NAICS 236220 - Commercial and Institutional Building Construction
- Order of Magnitude: \$500K - \$1M

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Mobile Border Unit

Approximate dates for release: July 2022

Dates for receipt of proposals: August 2022

Location: Quito, Ecuador

Requirement Summary: The overall intent of the contractual effort for this project is to provide a mobile base camp that includes dormitories for 40 people, one kitchen, one dining room, kennels, administrative area and the respective utilities.

Construction Services

Bureau of International Narcotics and Law
Enforcement Affairs (INL)

U.S. DEPARTMENT of STATE



A/OPE

Construction Services

- Training Pool
- Full and open
- NAICS 236220 - Commercial and Institutional Building Construction
- Order of Magnitude: \$500K - \$1M

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A/OPE

Training Pool

Approximate dates for release: July 2022

Dates for receipt of proposals: August 2022

Location: Pococi, Ecuador

Requirement Summary: The overall intent of the contractual effort for this project is construct training pool and support facilities to be used by the National Police Academy(NPA) – Ministry of Public Security, in Pococí, Limon.

Construction Services

Bureau of International Narcotics and Law
Enforcement Affairs (INL)

U.S. DEPARTMENT of STATE



A/OPE

Construction Services

- Mobile Base Camp
- Full and open
- NAICS 236220 - Commercial and Institutional Building Construction
- Order of Magnitude: \$500K - \$1M

UNCLASSIFIED



A/OPE

Mobile Base Camp

Approximate dates for release: July 2022

Dates for receipt of proposals: August 2022

Location: Sierpe, Ecuador

Requirement Summary: The overall intent of the contractual effort for this project is to provide a mobile base camp that includes dormitories, one kitchen, one dining room, kennels, administrative area and the respective utilities.



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International Programs Division (IP)

International Narcotic and Law Enforcement (INL) Branch



A/OPE

I. International Narcotics and Law
Enforcement (INL)

II. Global Talent Management (GTM)
formerly Human Resources (HR)

III. Office of Inspector General (OIG)

IV. Office of Weapons Removal and
Abatement (WRA)

V. Office to Monitor and Combat Trafficking
in Persons (TIP)



INL Bogota - 19AQMM22R0150



A/OPE

- **Group 2 (21-55 lbs) Unmanned Aerial Vehicle (UAV):** Provide Group 2 UAV's with a range of 20-60 miles. Deploy UAVs to Colombia and provide training, warranty, and spare packages.



- Set aside: Total Small Business set-aside
- Status: Pre-solicitation posted via SAM. Solicitation will be released via SAM. Anticipated release date is September 2022; However, the actual release date is unknown based on current presidential elections.
- Award Type: Single Award IDIQ



INL Bogota - 19AQMM22R0154



A/OPE

- **Staffing Services:** Approximately 90 Full Time Equivalent's in a variety of professional and administrative positions operating in Bogota, Colombia.
 - Set aside: 8(a)
 - Status: Pre-solicitation posted via SAM. Solicitation to be released via SAM on or around July 2022 for 30 days.
 - Award Type: Single Award IDIQ



INL/Aviation: 19AQMM22R0006



A/OPE

- **UH1 Program Depot Maintenance and H-60 Repairs:** Routinely conduct Aircraft Condition Inspections (ACIs), aircraft modifications, corrosion identification, removal, treatment, and repair, overhaul, and refurbishment of DoS UH-1 (series) aircraft and H-60 (series).



- Set aside: Total Small Business set-aside
- Status: Draft RFP and three sets of Q&A have been released via SAM. Anticipated solicitation to be released August 2022 via SAM
- Award Type: Single Award IDIQ
- Special Requirements: CONUS operation and vendor must have FAA certified facility



INL/Aviation: 19AQMM22R0007



A/OPE

- **Aviation Special Missions:** On an as needed basis, provide a rapid response source to acquire aviation related assets and services around the world. Vendor shall provide aircraft; aviation products; operations, maintenance, or engineering services.
 - Set aside: 8(a)
 - Status: Draft RFP has been released via SAM. Additional draft RFP documents to be uploaded in August 2022. Actual solicitation may be released via GSA OASIS or SAM. Anticipated solicitation release date is unknown.
 - Award Type: Single Award IDIQ

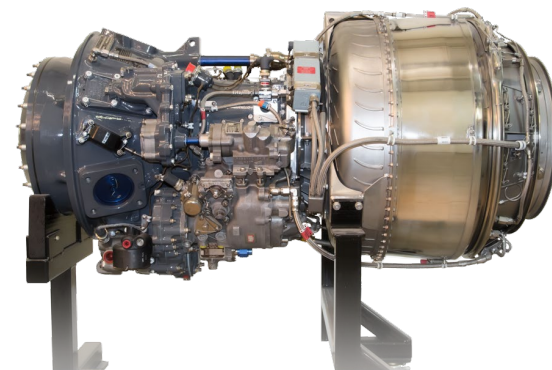


INL/Aviation: 19AQMM22R0229



A/OPE

- **T-53 Turbine Engine Repairs:** INL/A maintains an active fleet of 54 UH-1H II Honeywell T53-L-703 powered aircraft and approximately 17 spare T53-L-703 engines. INL/A requires overhaul, repair, modification of DoS provided Honeywell T53 (series) engines to the most current Original Equipment Manufacturer (OEM) specifications. Vendor shall recondition aged/damaged T53-L-703.
 - Set aside: Total Small Business set-aside
 - Status: Solicitation to be released July 2022 via SAM for 30 days
 - Award Type: Single Award IDIQ
 - Location: Melbourne, Florida





GTM



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- **Advertising and Marketing Services:** Provide full-service integration marketing tool aimed to identify, educate, attract, and recruit skilled, competitive, and interested underrepresented candidates to meet the U.S. Department of State's (DoS) hiring needs.
 - Set aside: Total Small Business set-aside
 - Status: Solicitation to be released by September 2022. Publicizing location is currently unknown.
 - Award Type: Unknown. A single or multiple Award IDIQ or BPA may be awarded.



OIG –Total small business set-asides via UNISON



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- **Software Maintenance** (approximately 20 upcoming requirements)

- Adobe Pro – Creative Cloud
- CyberArk
- Cloudflare
- Java
- ServiceNow
- Splunk
- And many others...

- **Hardware Maintenance**

- Cisco Switch
- CounterAct ForeScout
- Nimble Storage
- Polycom Group Series
- Kemp Loadmaster



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International Programs Division (IP)

Global Programs Branch

GLOBAL PROGRAMS BRANCH

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Customer Bureaus

- The Bureau of Budget and Planning (BP)
- The Bureau of the Comptroller and Global Financial Services (CGFS)
- The Bureau of Democracy, Human Rights, and Labor (DRL)
- The Bureau of Economic and Business Affairs (EB)
- The Bureau of Educational and Cultural Affairs (ECA)
- The Bureau of Energy Resources (ENR)
- The Office of Foreign Assistance (F)
- The Department's Global Engagement Center (GEC)
- Bureau of Global Public Affairs (GPA)
- The Bureau of Intelligence and Research (INR)
- Office of the Legal Adviser and Bureau of Legislative Affairs (L-H/EX)
- The Bureau of The Bureau of Oceans and International Environmental and Scientific Affairs (OES)
- Population, Refugees, and Migration (PRM)
- Office of Policy, Planning and Resources (R/PPR)

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CONTENT TRANSLATION

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Content Translation

- Need to procure translation & interpretation of content services for GEC.
- Sources sought posted on GSA on 6/15/22 and closes on 6/30/22
- Contract may or may not be awarded to a small business.

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INR INTELLIGENCE DEVELOPMENT AND ENTERPRISE APPLICATIONS (IDEA)

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INR Intelligence Development and Enterprise Applications (IDEA)

- DoS is anticipating awarding a Blanket Purchase Agreement (BPA) to cover all services and support required for software engineering support, system integrations and operations (including security) and maintenance (O&M) support, solution development, business analysis, and issue management support across all enterprise applications to support the information technology requirements of Bureau of Intelligence and Research (INR) Technology and Innovation Office (INR/TIO).

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R/PPR DATA ANALYTICS

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R/PPR Data Analytics

- NAICS Code: 541519
- Single award IDIQ 8a competition on SAM.gov following FAR15 procedures;
- Follow-on replacing expiring Accenture Task Orders 059 & 070;

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TRANSLATION SERVICES (GPA/MD/IM/IE)

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TRANSLATION SERVICES

- NAICS Code:541930 (GSA Schedule MAS 541930, SIN 382-1 Translation and Interpretation Services)
- The solicitation will be posted on GSA e-Buy
- 100% Small Business Set-Aside, no particular Socio-Economic Group will be identified.

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CGFS

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- Mainly high dollar equipment and expansions or refresh of current IT Storage and Servers.
- This equipment will be for ESOC East and West designated for CGFS special projects.
- All requirements to be competed as small business set-asides using the published monthly/Weekly SBA goal reports in mind under the NASA SEWP V GWAC. (Woman-owned / Service Disable Veteran Owned)

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Worldwide Contracts Division

06/29/2022



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A/OPE/WW - Evolve**
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World Wide Division (WWD)

Regional Support Branch

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GLOBALCAP IDIQ

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The Bureau of European and Eurasian Affairs (EUR) and the U.S. Mission to the Organization for Security and Cooperation in Europe (USOSCE) support services for the U.S. Department of State (DoS) to represent the interests of the United States Government in the Organization for Security and Cooperation in Europe (OSCE).

The US Seconded Personnel & Election Observers (US-SPEO) IDIQ will be a recompetit effort that will provide for personnel to be deployed, often on an urgent basis, to staff OSCE seconded positions in the Organization's various duty stations (Vienna, Austria), three independent Institutions (located in Warsaw, Poland, The Hague, Netherlands, and Vienna, Austria), and various field operations.

- 5 year POP anticipated
- \$72.3 M ceiling anticipated

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GLOBALCAP IDIQ

The Bureau of African Affairs, Office of Regional Peace and Security (AF/RPS), Bureau of Political-Military Affairs, Office of Global Programs and Initiatives (PM/GPI) and Office of Security Assistance (PM/SA) support U.S. foreign policy goals throughout the world through a variety of programs and policies designed to bolster peace, security, and regional stability.

The GLOBALCAP IDIQ will be a recompetete effort that will result in multiple new contract awards that will support capacity building requirements for U.S partner nations.

- 10 year POP anticipated
- \$5B ceiling anticipated
- **Plan to release draft IDIQ Solicitation later in 2022**

Global Advisory IDIQ

U.S. DEPARTMENT of STATE



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The Bureau of African Affairs, Office of Regional Peace and Security (AF/RPS), Bureau of Political-Military Affairs, Office of Global Programs and Initiatives (PM/GPI) and Office of Security Assistance (PM/SA) have ongoing needs for Professional Support Services to provide advisory and reporting services globally.

The Global Advisory IDIQ will be a recompetes effort that will result in multiple new contract awards for advisory services through qualified personnel that provide guidance and support for the U.S. government's assistance to international partners.

- 5-year PoP
- \$750 Million
- **Plan to release solicitation in FY23 Qtr 1.**

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DiPSS SB IDIQ

- The Diplomatic Platform Support Services (DPSS) Small Business (SB) contract is to provide a full range of life support, logistical support, operations and maintenance services to U. S. Department of State (Department) and other U.S. Government Agencies both under Chief of Mission Authority and regions considered Non-Chief of Mission across the globe.
- **Only open to offerors that have not been eliminated from the competitive range per FAR 15.206(c).**
- 5-year PoP
- \$2.5 Billion



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Iraq Operations and Maintenance Plus (Iraq O&M Plus)

- The U.S. Department of State (DOS) Mission in Baghdad, Iraq requires continued services to operate, maintain, and provide logistics support for the buildings, utilities, grounds, systems, and equipment utilized by the foreign service employees and contractors who live and work there. This requirement will be competed and awarded as a single task order with a base year + 4 option years under the DOS multiple-award Diplomatic Platform Support Services (DiPSS) Indefinite Delivery Indefinite Quantity (IDIQ)
- Estimated RFP release is July 2022 and estimated task order award is December 2022
- Estimated task order ceiling \$1.2B



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Iraq Life Support Services (ILiSS)

U.S. DEPARTMENT of STATE

- The U.S. Department of State (DOS) Mission in Iraq requires continued life support services such as food services, fire fighting, sanitation, transportation, billeting, postal, and MWR for the foreign service employees and contractors who live and work in Baghdad and Erbil. This requirement will be competed and awarded as a single task order with a base year + 4 option years under the DOS multiple-award Diplomatic Platform Support Services (DiPSS) Indefinite Delivery Indefinite Quantity (IDIQ)
- Estimated RFP release is 4th Qtr FY22 and estimated task order award is January 2023.
- Estimated task order ceiling is \$1B

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Office of the Procurement Executive



World Wide Division (WWD)

Functional Bureau Support Branch



Functional Bureau Support Branch (FBSB)



A/OPE

- Introduction
- Small Business Set-Asides
- Questions



A/OPE

FY 22 Small Business Requirements:

- I. Bureau of Administration, Office of Logistics Management's (A/LM) Diplomatic Pouch and Mail (DPM) Division
- II. Bureau of Administration Office of Operation and Management (A/OPR)
- III. Bureau of the Secretary Global Aids Coordinator and Health Diplomacy (S/GAC)



DPM – Sources Sought

19AQMM21N0031



A/OPE

- **Requirement:** Seeking a firm to provide classified and unclassified pouch and mail services. DPM operation is the largest single federal mail operation outside of the United States Postal Service (USPS) (more than 10 million pounds per year and growing). DPM operation services approximately 260 overseas customer locations.
 - Set aside: Total Small Business set-aside
 - Estimated release of the solicitation via SAM is August 2022, proposal submission is October 2022, and award April 2023. (60 months with a base and options)
 - Award Type: Single Award IDIQ, performance-base firm fixed price contract with minor elements of time and material. Secret Facility Clearance required



A/OPR – Solicitation 19AQMM22R0224



A/OPE

- **Requirement:** Seeking Staffing Support. The purpose of this contract is to assist the Office of Operations in delivering domestic support in areas such as industry design and energy policy for best greening practices, construction, commissioning, space management, administration, logistics, finance, information technology, and project management.
 - Set aside: 8(a) firms
 - Estimated Solicitation release date is June 2022, proposal submission July 2022, award date September 2022. (60 months with a base and options)
 - Award Type: Multiple Award IDIQ; TS Facility Clearance Required



S/GAC: Source Sought Notice

RFQ1560171-74



A/OPE

- **Requirement:** Seeking a firm to provide quality engineering systems, hardware, software, hosting, data collection, analysis, and appropriate operational and analysis administrative management to support data-driven decisions to S/GAC. The goal is to implement the President's Emergency Plan for AIDS Relief (PEPFAR) within the US and around the world.
 - Sources sought: Issued on 5/23/2022 and Closed on 6/15/2022 via General Services Administration (GSA) Multiple Award Schedule (MAS), target small business set-aside, 8ASTARTS 3, VETS2, Alliant 2.
 - NAICS 541611, 518210 and other.
 - Estimated Solicitation release date is August 2022, close date October 2022, and estimated award date is November 2022. Publication via GSA and SAM
 - Award Type: Task Order, Hybrid (time and material/labor hour); (60 months, base and options); Secret Facility Clearance required.



Office of the Procurement Executive



World Wide Division (WWD)

Information Management Branch



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Workload At a Glance: A Review of the IM Branch



A/OPE

Information Management Branch

Who We Are

- A glance at the customers we support.

What We Do

- The type of requirements we support.

Next Steps in FY22/FY23

- What you can expect from the IM Branch in the coming months.

Who We Are

U.S. DEPARTMENT of STATE



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The Information Management Branch supports every bureau and post in the DOS. Although the Bureau of Information Resource Management is our largest customer, we manage a number of strategic contracts and agreements including software Enterprise Licensing Agreements like Microsoft and Adobe that support operations in every corner of the globe.

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What We Do

U.S. DEPARTMENT of STATE



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- Broadly speaking, our workload falls into three main functional categories: services, hardware and software requirements.
- Services: The IM Branch administers a range of telecommunications, EIS, Cybersecurity and Staffing contracts.

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What We Do

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- Hardware: GITM's objective is to promote functional standardization of critical IT equipment like desktops, monitors and laptops.
- Software: We also serve as the central ordering authority for a number of Department-wide vehicles like Adobe, Microsoft and Oracle.

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Next Steps



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Please refer to appendix entitled “Q3 Industry Updates” for an updated notional procurement forecast for IRM.

The next update to the procurement forecast will also include status updates for additional procurements including the recompetes for Vanguard 224 and Avaya, and may include a schedule for market research efforts.



Office of the Procurement Executive



World Wide Division (WWD)

TCA Branch



Consular Affairs – TCA Branch



A/OPE

- **Bureau of Consular Affairs (CA)** is the public face of the Department of State for millions of people around the world. CA is responsible for the welfare and protection of U.S. citizens abroad, for the issuance of passports and other documentation to citizens and nationals, and for the protection of U.S. border security and the facilitation of legitimate travel to the United States. CA is also the Department's largest Bureau in terms of domestic personnel and is almost entirely funded through revenue generated by consular fees. This revenue totaled \$4.16 billion, making CA the equivalent of a Fortune 600 company.



A/OPE

- I. Architectural & Space Planning Professional Services
- II. CA C Strategic Planning Support



Architectural & Space Planning Professional Services



A/OPE

- **Architectural & Space Planning Professional Services:**

The Government is acquiring contractor support to provide expert advice, assistance, guidance and counseling in the areas of space planning, architectural support, strategic space forecasting, office space, and furniture configuration for all CA facilities (including passport agencies, passport centers, visa operations centers and buildings)

- Set aside: 100% Total Small Business
- Status: Solicitation to be released via SAM.gov or GSA OASIS July 2022
- Award Type: Single Award



CA C Strategic Planning Support



A/OPE

- **The Office of the Comptroller (CA/C)**

Provides support services which include high-level analytics and Executive Branch (inter- and intra-agency) coordination; strategic resource management; strategic planning; performance management; organizational and business process change analysis and implementation; procurement process and contract oversight and guidance; budget formulation and execution and financial management support.

- Set aside: Women Owned Small Business
- Status: Solicitation to be released via GSA OASIS June 2022
- Award Type: Single Award



Office of the Procurement Executive



World Wide Division (WWD)

Evolve

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A/OPE

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Evolve Suite of IT Contracts

Questions? EvolveIDIQteam@state.gov



Outline



A/OPE

- IDIQ acquisition program for IT Services
- Overview
- Mission-Related Objectives
- Functional Categories
- Period of Performance & Ceiling
- Summary
- Questions
- Conclusion

Purpose

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Department of State multiple-award, Indefinite Delivery, Indefinite Quantity (IDIQ) acquisition program for IT services with a goal of improving the Department's security posture and promoting innovation and IT modernization across the organization.

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Mission-Related Objectives

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- Building and maintaining DOS systems
- Keeping our information safe from hackers and other cyberthreats
- Operating the information highways we need globally to safely and securely send data from one place to another.
- Continuously looking for opportunities to improve processes, provide better CX to our citizens and a flexible working environment for our employees.

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IT Management

- IT Portfolio Management, Architecture, and Cybersecurity & Compliance categories of requirements

Cloud and Data Center

- Internal and external cloud services (IaaS, PaaS, SaaS) and Data Center and their supported services

Network and Telecom

- Voice and data network, and supporting services such as load balancing, domain services, VPN, Intranet, Radio services, and RIMC network support

Application Development

- Software application development, testing, release, support, and operations

Customer and End User Support

- Support for end users and mobile computing devices

***IT Management Category vendors may not deliver services in any other category.**

Vendors not in IT Management may only be awarded a maximum of 2 other categories.*



Period of Performance & Ceiling



A/OPE

- Evolve will have a five (5) to seven (7) year Period of Performance (POP).
- The anticipated ceiling is approximately \$8-\$10B.
- The ceiling accounts for inflation and growth while providing the necessary flexibility to not only meet current planned IT mission needs but also to address future unanticipated needs.

Summary



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Mission

- Innovative, effective, and interconnected diplomacy

Technical

- IT Management
- Application Dev
- Cloud & Data Center
- Network & Telecom
- Customer & End User Support

POP & Ceiling

- 5-7 years, \$8-\$10B



A/OPE

Questions?
EvolveIDIQteam@state.gov



**Office of the
Procurement Executive**

Thank You



June 29, 2022



United States Department of State
Washington, D.C. 20520
www.state.gov

A/OPE/AQM/WWD/IM Q3 FY22 Industry Updates – June 29th, 2022

To improve communication with industry, the Department of State (DOS) Office of Acquisition Management World-Wide Division Information Management Branch (A/OPE/AQM/WWD/IM) will be providing updates of proposed upcoming acquisitions. Please find below updates from the previous notice.

Major Programs/Projects Updates

Warehouse Support Services

Solicitation: 19AQMM21R0331, 8(a) set-aside competitive award, closed on February 25, 2022

Industry Update: A/OPE/AQM/WWD/IM intends to issue two IDIQ awards in the coming weeks, and then to compete the first task order against those contracts following the awards.

Point(s) of Contact: Michael Dickson (DicksonMS@state.gov)

EIS Task Order 4

Current Market Research: Solicitation: 19AQMM19R0247 issued June 20, 2019. This requirement is not a set-aside.

Industry Update: A/OPE/AQM/WWD/IM intends to issue an award for this requirement by June 30, 2022.

Point(s) of Contact: Michael Dickson (DicksonMS@state.gov)

IRM Strategic Sourcing Solution Information Technology Equipment (Access)

Previous Market Research: 19AQMM20N0048, 19AQMM21Q0050

Industry Update: In Q3 of FY21, AQM released a draft solicitation for the Access requirement. Industry's feedback, comments and responses are currently being used to shape the acquisition strategy with specific regards to the selection of appropriate vehicle (GSA Schedules BPAs vs. SEWP V Agency Catalogs). Additional market research may be conducted as appropriate and vendors should continue to monitor SAM.gov for subsequent updates.

Point(s) of Contact: Sharon Jackson (JacksonSK@state.gov)

Subscriber Radios

Current Market Research: RFI 19AQMM21N0015- Closed: Solicitation: 19AQMM22R0214

Industry Update: A/OPE/AQM/WWD/IM intends to issue a solicitation for this requirement as a 100% Small Businesses set aside in early July 2022.

Point(s) of Contact: Michael Dickson (DicksonMS@state.gov)

State Repeaters

Previous Market Research: 19AQMM21N0011

Current Contract ID: SAQMMA16D0039

Industry Update: A/OPE/AQM/WWD/IM issued a solicitation on SAM.gov for this requirement as a 100% Women-Owned Businesses Small Business (WOSB) on May 17, 2022.

Point(s) of Contact: Andrew Rothstein (RothsteinAT@state.gov)

Low Earth Orbit (LEO) Satellite Services

Previous Market Research: 19AQMM21N0057

Industry Update: The Department is evaluating if the requirement is still needed. Vendors should continue to monitor SAM.gov for updated Market Research efforts and subsequent updates.

Point(s) of Contact: Michael Dickson (DicksonMS@state.gov)

Safety and Accountability For Everyone (SAFE)

Current Market Research; Historical analysis of contract SAQMMA17D0039.

Industry Update: A/OPE/AQM/WWD/IM intend to issue a solicitation for this requirement under provision of Section 8(a) of the Small Businesses Act in Q2 FY 2023.

POCs: Michael Dickson (Dicksonms@state.gov) and David Ziemba (ziembade@state.gov)

Red Hat Enterprise Agency Catalog

Current Market Research: RFI 19AQMM21N0015 – (Operating System and Maintenance Support -Red Hat)

Industry Update: The Department is reviewing the acquisition strategy for this requirement. Additional Market Research (if needed) and the associated solicitation are anticipated in FY22.

Point(s) of Contact: Michael Dickson (DicksonMS@state.gov)

Digital Signature Solution (eSignature)

Current Market Research: RFI 19AQMM22N0024

Industry Update: The Department conducted Market Research for this requirement in Q2 of FY22 and is actively developing the acquisition strategy. Vendors should continue to monitor SAM.gov for a solicitation in FY22.

Point(s) of Contact: Michael Dickson (DicksonMS@state.gov)

Additional opportunities for industry engagement may not be listed above but will be forthcoming as program strategies and Department initiatives continue to be developed. Please continue to monitor SAM.gov for additional updates.

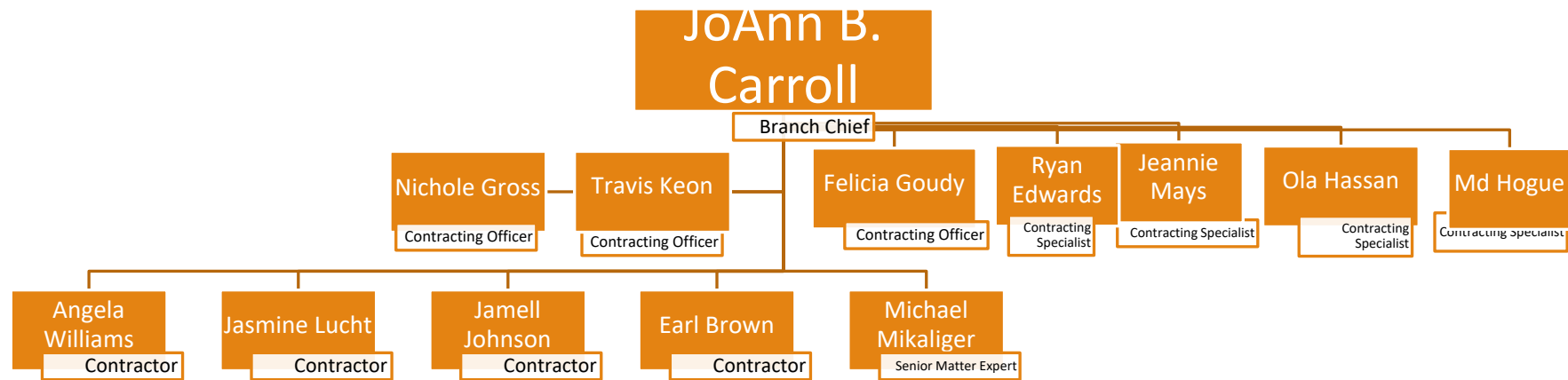


Office of Acquisition Management – Functional Bureau Support Branch

BRANCH CHIEF: JOANN B. CARROLL

CONTRACTING OFFICERS: TRAVIS KEON, NICHOLE GROSS, AND FELICIA GOUDY

FBSB Organizational Chart



A/OPE/AQM/WWD/FBSB



A/OPE/AQM/WWD/FBSB supports a diverse portfolio which includes the following Bureaus and programs providing domestic, commercial, and non-commercial supplies and services:

- Bureau of the Secretary of State (S)

- Mission: *Lead America's foreign policy through diplomacy, advocacy, and assistance by advancing the interests of the American people, their safety and economic prosperity.*
- Acquisition support is provided to the following offices within S Bureau:
 - Executive Secretariat, Office of Civil Rights, Office of Foreign Assistance, Office of Global Women Issues, Office of the Chief of Protocol, Office of the Coordinator for Cyber Issues, and the Office of the Legal Advisor.

- Bureau of Administration (A)

- Mission: *To provide world-class administrative services in support of America's global foreign affairs.*
- Acquisition support is provided to the following offices within A Bureau:
 - Executive Director, Office of Emergency Management, Office of Global Information Services, Office of Logistic Management Operations, Office of the Procurement Executive, and the Office of Presidential Travel Support, and the Office of Operations

Bureaus and Programs cont.

- International Joint Commission (IJC)

- Mission: *IJC The International Joint Commission prevents and resolves disputes between the United States of America and Canada under the 1909 Boundary Waters Treaty and pursues the common good of both countries as an independent and objective advisor to the two governments.*

- Office of Foreign Missions (OFM)

- Mission: *Facilitate secure and efficient operations of U.S. missions abroad, and of foreign missions and international organizations in the United States.*
- Acquisition support is provided to the following offices within OFM:
 - Office of Operations and Property and Special Projects Division.

- Bureau of Conflict and Stabilization Operations (CSO)

- Mission: *To anticipate, prevent, and respond to conflict that undermines U.S. national interests*
- Acquisition support is provided to the following offices within CSO:
 - Executive Office and Office of Advanced Analytics.

Bureau of the Secretary of State Projects

- Support United Nations General Assembly (UNGA)-procuring translation booths
- Support the Office of the Secretary (S) by procuring teleprompter services which allow the Secretary and other offices to use these services on a yearly basis-locally, overseas and within the United States.
- Support the Operation Center (S/ES-O) by procuring services for various online subscriptions to support the Office of the Secretary by providing on-time and relevant news to the Secretary and other high level members.
- Support the Office of the Chief of Economist (E/OCE) by procuring various online marketing services in order to provide the Under Secretary for Economic Growth, Energy, and the Environment (E) with relevant marketing data especially in the era of COVID-19.
- S/CCI National Cybersecurity Strategy Programs
- Western Hemisphere National and Regional Cybersecurity Capacity Building
- Ghana/Ukraine Strategy and Advisory Services



Bureau of Administration Projects

- Support the Office of Emergency Management (OEM) by procuring Emergency Management Programs such as Active Shooter Services and COVID-19 PPE supplies & services.

- Support the Office of Global Information Services (A/GIS) by procuring services to support the Department's FOIA, Records Management, Privacy, and Copier Management Programs as well as the FAM/FAH. This includes:

 - FOIA case processing

 - Operation and management of the Department's Records Service Center

 - Software development

 - Information collection systems

 - Lease and maintenance of the Department's multi-function devices

 - Graphic design, and more!



- Support the Office of Logistic Management Services by procuring household moves & mail and pouch services (classified, unclassified, and Internet Mail & Messenger), Ware-housing (packing and storage) & Supply Chain, and handling the Department of State ETS2 Global Travel Management Contract.

International Joint Commission Projects

- Support in helping IJC staff plan, develop, use and improve geospatial products in support of the Commission and its mandate of advising on U.S. – Canadian boundary waters.
- Support in the development of an analytical component of a Great Lakes Early Warning System (GLEWS), which defines the process in which threats are evaluated and communicated.
- Numerous staffing positions to including Scientists, Writer Communication Specialist, Geospatial Support Staff, Technical Writers, Public Affairs Specialist, etc.



Office of Foreign Missions Projects

- Support the application maintenance; business process analysis and application development; application integration; evaluation of emergent data management technologies; and more.
- Diplomatic License Plates & Decals
- Maintenance of a former Russian Compound in Centerville, MD.
 - o Requirements include plumbing services and electrical services (to get the building up to U.S. code standards), as well as 24/7 security services.



Bureau of Conflict and Stabilization Operations Projects



- Strategic Approaches to Preventing Violent Conflict in Coastal West Africa
 - Supports deliberate efforts to reduce fragility, strengthen institutions, and increase cohesion in priority countries to disrupt likely pathways to violent conflict and instability.
- Acquisition of Verified Imagery Technology for conflict monitoring and early warning.
- Building of a satellite imagery-based analytics and alerting platform to provide rapid information to local civil society partners on the ground in Nigeria.
- Acquisition of highly customized commercial software called *Senturion Alpha*, that includes licenses and software support services.
 - CSO/AA currently works with the CIA on applying this model for atrocities prevention and case-specific conflict prevention analysis.

Other AQM Special Projects

- IRM Bureau: Safety and Accountability for Everyone (SAFE) Program
- OIG Bureau: Office of Inspector General Audit Management Software Acquisition



Pertinent Spending Details (Contract Types, Obligations, and Competition)

- Typical Contract Types Employed

- Firm Fixed Price
- Labor-Hour
- Time-and-Materials
- Cost Plus Fixed Fee (rare)

- Avg. Annual Obligations/Transactions

- Processes over 4,000 actions, and obligates actions estimated to total \$1,430,176,205.00

- Competitive vs. Sole Source/Set-aside Frequency

- Depends on the required supplies or services
 - Reverse Auctions (Unison) are competitive
 - Staffing contracts tend to be sole-source/set-aside
 - Other acquisitions are competed using Federal Supply Service Contracts and Government Wide Acquisition Contracts

Challenges and Concerns

- Unique Challenges

- Quality of Acquisition Packages submitted by the Program Offices
- Transportation and Travel transactional contract actions (ILMS work orders, bills of lading, drayage orders, packing authorizations), customer/program oversight and accountability.

- Concerns

- Staff shortages in FBSB
- Number of unauthorized commitments
- Program Office inability to fund orders in more reasonable increments (e.g., continuous modification of orders on a bi-weekly or monthly basis)
- The length of time associated with more complex acquisitions/source selections
- Ratifications concerns
- Competent Contracting Officers' Representatives

